

CLEVELAND PUBLIC LIBRARY  
BUSINESS INF. BUR.  
CORPORATION FILE

# GRAND UNION

1958

**Annual Report**



*Our Eighty-Sixth Year*

1870

1871

1872

1873

1874

1875

1876

1877



# THE GRAND UNION COMPANY

100 Broadway, East Paterson, N. J.

## Annual Report

for the fiscal year ended February 28, 1959

### CONTENTS

FINANCIAL HIGHLIGHTS . . . . .	1
THE YEAR IN REVIEW . . . . .	2-3
CONSOLIDATED BALANCE SHEETS . . . . .	4-5
CONSOLIDATED STATEMENTS . . . . .	6
FIVE YEAR COMPARISONS . . . . .	7
OFFICERS AND DIRECTORS . . . . .	8
AUDITORS' REPORT . . . . .	8

## Financial Highlights

The Grand Union Company and its Subsidiaries

	1958	1957
NET SALES	\$503,712,887	\$427,871,082
EARNINGS BEFORE TAXES	\$ 13,096,522	\$ 11,583,365
FEDERAL INCOME TAXES	\$ 6,650,000	\$ 5,770,000
NET EARNINGS	\$ 6,446,522	\$ 5,813,365
EARNINGS PER COMMON SHARE*	\$ 2.53	\$ 2.48
VALUE OF TOTAL INVENTORIES	\$ 44,885,460	\$ 30,694,791
NUMBER OF COMMON STOCKHOLDERS	8,149	6,206

\* Based on the average number of shares outstanding during each period. The earnings per share for 1957 have been adjusted for the 5% common stock dividend paid May 29, 1958. Earnings per share are stated after dividends paid on the 4½% Cumulative Preferred Stock.



# *The Year in Review*

## *To Stockholders of The Grand Union Company:*

Grand Union continued its progress in the year 1958.

Sales set a new record, exceeding \$500,000,000 for the first time. Total earnings, too, showed an improvement.

Perhaps of even greater significance, Grand Union established itself firmly during the year as the recognized leader among major food chains in meeting growing consumer demand for virtually all household needs, food and non-foods as well, under one roof.

### **SALES AND PROFITS REACH NEW LEVELS**

Sales of \$503,712,887 were achieved during the 52-week fiscal year ended February 28, 1959. This was an increase of 17.7% over the previous record of \$427,871,082 set by the company in the 52-week fiscal year of 1957.

Net profit was \$6,446,522 during fiscal 1958, compared to \$5,813,365 in the 1957 fiscal year. This was equal to \$2.53 per common share, based upon the average number of shares outstanding during the year, compared to \$2.48 per share based upon the average number of shares, outstanding during fiscal 1957, adjusted for the 5% stock dividend distributed on May 29, 1958.

Cash dividends were raised to an annual rate of \$.80 per share of common stock during 1958, an increase of 11.1% over the cash dividend of \$.72 per share paid in 1957.

### **DIRECTORS PROPOSE STOCK SPLIT**

After the close of the 1958 fiscal year, the Directors at their meeting on April 10, 1959, proposed a 1½ for 1 split of the common stock of the company and an increase in the amount of authorized common stock from 4,000,000 to 6,000,000 shares. Both recommendations are subject to approval of the stockholders at the Annual Meeting on May 27, 1959.

Should approval be granted, it is the intention of the Directors to recommend that the new common stock be placed on a 60¢-a-share annual cash dividend basis. This rate, to be proposed at the meeting of the Board of Directors in July when consideration will next be given to dividend action, is equivalent to 90¢ per share on the present common stock. For the past year, the annual cash dividend rate on the stock has been 80¢.

A regular quarterly cash dividend of 20¢ per share on the common stock, and a stock dividend of 3%, both payable on May 11, 1959, to stockholders of record April 20, 1959, were voted by the Directors at their meeting on April 10.

### **CONTINUED EXPANSION MARKED YEAR**

Forty-nine new stores were opened during 1958, a new record in construction for the company. Forty-two Grand Union markets and seven Grand-Way Discount Centers were put into operation in seven states and Canada. Another fourteen markets were enlarged and renovated. Seventy-seven stores were acquired.

New construction accounted for a total of 1,246,550 square feet of store space and acquisitions added 874,760

square feet. Thirty-five smaller, outmoded stores totaling 299,635 square feet were closed during the year.

At the end of fiscal 1958 Grand Union was operating 472 markets in eleven Eastern states, the District of Columbia and Canada, as compared to 381 stores in ten states at the close of 1957.

### **PACING THE REVOLUTION IN RETAILING**

Keeping pace with a revolutionary change in consumer buying habits which in recent years has seen the housewife display a decided preference for buying nearly everything needed for the home in a single, large, conveniently located store, Grand Union opened seven Grand-Way Discount Centers in four states during 1958.

Offering a full supermarket line of some 7,500 food items, these Centers also give the customer a choice of up to 30,500 items of quality non-food merchandise ranging from major appliances to clothing for every member of the family. Organization costs have been heavy since a separate merchandising and buying organization had to be assembled. All such expenses have been charged against current earnings.

With the three Grand-Way Centers established in 1956-1957 and two opened since the beginning of the 1959 fiscal year, the company now has twelve such one-stop shopping centers in operation. Whereas earlier Grand-Ways were created by enlarging existing supermarkets, the newer Centers are especially designed to embody the results of the company's intensive experimentation in this new concept of retailing.

Grand-Way Centers are now to be found in Albany, Cortland, Nanuet, Poughkeepsie and Vestal, New York; East Brunswick, Keansburg and Paramus, New Jersey; Danbury and Stratford, Connecticut; Miami and West Hollywood, Florida.

Through them, Grand Union is bringing a new shopping experience to millions of customers. Benefiting from the application of the one-low-price-for-all principle, shoppers enjoy the advantages of discount savings on a wide variety of items hitherto not available in supermarkets.

### **DISTRIBUTION FACILITIES EXPANDED TO MATCH GROWTH**

The increase in the number of Grand Union stores during the year was matched by a corresponding expansion of the company's distribution facilities.

The Metropolitan Distribution Center in Mount Kisco, New York, was completed with the opening of the unit's 180,000 square foot perishables warehouse. One of the largest warehousing facilities in the East, this 576,000 square foot Center insures efficient distribution of groceries, meat, produce and frozen foods to the constantly growing chain of Grand Union markets in the rapidly expanding New York metropolitan area.

Newest of the company's distribution centers is the 155,000 square foot warehouse and office building opened in Rexdale, Ontario, Canada last June. Headquarters for the Canadian Division, the new Center also provides up-to-date, streamlined service for the company's 38 Grand Union-Carroll's markets in Toronto and neighboring communities in the Province of Ontario.

In up-state New York, a 95,000 square foot addition to the Waterford Distribution Center just outside Albany was opened to provide added facilities needed to keep



pace with the increased volume of business in that area resulting from the acquisition of the Empire Supermarkets chain.

#### **GRAND UNION EMPLOYEES PASS THE 15,000 MARK**

Another significant milestone in Grand Union's history was passed in 1958 when the number of employees exceeded 15,000 for the first time. This is more than double the 6,700 men and women who made up the Grand Union family in 1952; half again as many as were with the company as recently as 1955.

Because Grand Union believes in promoting from within, more than \$1,000,000 was spent during the year on training programs designed to enable employees to undertake more responsible positions. The company's comprehensive program of personnel benefits, one of the finest in the food industry, was continued and, in a number of cases, liberalized. This program includes paid vacations and holidays, paid sick leave, group life insurance, retirement, hospitalization and medical care plans, employee stock option plans and bonus plans.

#### **NEW GAINS FOR TRIPLE-S STAMPS**

Continued effectiveness of trading stamps as a sales promotion aid during 1958 resulted in further expansion of activities by the Stop and Save Trading Stamp Corporation, wholly-owned subsidiary of The Grand Union Company which distributes Triple-S Blue Stamps.

Eight new Redemption Centers were opened during the year, bringing to 42 the number of Centers now serving the more than 2,750,000 shoppers who regularly save Triple-S Stamps. More than 3,200 leading retail outlets along the Eastern seaboard give Triple-S Stamps.

#### **ROUTE DIVISION CONSOLIDATION COMPLETED**

Consolidation of the Route Division for the most part was completed in 1958 and encouraging results obtained by concentrating direct-to-the-home sales in 12 Eastern states. The volume of the contracted Division now represents less than 1% of total sales of the company.

#### **PROGRESS MADE BY EASTERN SHOPPING CENTERS, INC.**

Two major shopping centers were opened in 1958 by Eastern Shopping Centers, Inc., realty affiliate of The Grand Union Company. Eastern was also named as developer and exclusive rental agent for one of the first major shopping centers to be built in Puerto Rico.

Prince Georges Plaza, newest and largest shopping center in the Washington, D. C. area, has more than 500,000 square feet of store space and parking for 4,000 cars. The Hecht Company and Grand Union were among the first of a score of major retailing organizations to open stores in the Plaza.

A new shopping center construction record was set when Eastern completed the 23-acre Cortez Plaza in Bradenton, Florida, seven months after ground was broken. More than 32,000 people visited the center, in which Grand Union is one of the principal tenants, on opening day in February.

First center outside the United States to be developed by Eastern, Plaza Comercial Santa Rosa is now under construction on a 20-acre site eight miles southwest of San Juan, capital of Puerto Rico. Scheduled to open

this Fall, the Plaza will have among its tenants the first Grand Union market to be constructed overseas.

With its first shopping center, Circle Plaza, now in full operation in Manasquan, New Jersey, plans well-advanced for construction of a 45-acre center in Vestal, N. Y. to serve residents in Binghamton, Endicott and Johnson City, studies under way of several additional locations in Florida, and an active real estate brokerage department, Eastern has since its organization in 1956 firmly established a reputation as one of the outstanding developers of shopping centers in the nation.

#### **TWO NEW DIRECTORS ELECTED**

Francis F. Randolph, investment banker and senior partner of J. & W. Seligman & Co., and Henry Schaffer, former head of Empire Super Markets, were elected to the Board of Directors during the year. Mr. Randolph is one of the nation's leading investment authorities and Mr. Schaffer, a pioneer in supermarketing, developed the highly successful Empire chain which joined Grand Union in June, 1958.

#### **THE CONTINUING CHALLENGE**

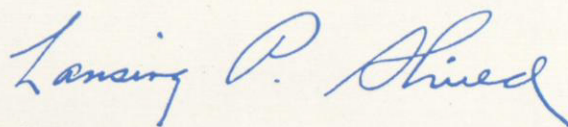
During the year the pace of the revolution in retailing continued. Supermarkets again faced the challenge of eliminating obsolete business methods and were increasingly concerned with attacks on the industry.

During the past twenty-five years, probably the most significant development in our nation has been the spectacular growth in the size of our institutions. We now have big government, big labor, big business, big agriculture and big education. Yet, as corporations and other institutions grow in size to meet the ever-changing and multiplying problems and needs of our society, we find the attitude among many that only in industry is bigness bad "per se."

The mounting attacks on "bigness" in the case of supermarket chains are also attacks on the consumer. Because of the increased operating efficiency of expanding chains, competition for the consumer's dollar has increased—not lessened. Legislation or any acts of government agencies designed to further the interests of special groups helps undermine a system that provides a higher standard of living for all the people than any other that has yet been devised. In this category are all attempts to fix prices by fair trade laws. They should be called "unfair trade" because they are unfair to the people whom we are serving—176 million consumers.

May I urge you in the public interest to help us resist all such unwarranted attacks and unsound legislation.

Despite many problems which our industry and, for that matter, all industry has to face, the soundness of our business and the competent and loyal efforts of our organization make us confident your company will continue to make satisfactory progress.



April 24, 1959

President



# THE GRAND UNION COMPANY

*Consolidated*

## ASSETS

	<u>FEB. 28, 1959</u>	<u>MAR. 1, 1958</u>
Current assets:		
Cash .....	\$ 10,722,056	\$ 8,780,994
Accounts receivable, less allowance for losses.....	2,964,393	2,461,120
Properties to be sold and leased back.....	886,110	3,943,751
Inventories, at the lower of cost or market (Note 1).....	44,885,460	30,694,791
Total current assets.....	59,458,019	45,880,656
Investment in affiliated company, at cost (Note 2).....	2,000,000	2,000,000
Fixed assets, at cost less allowances for depreciation and amortization; 1959, \$18,159,820; 1958, \$13,533,709:		
Land .....	5,020,858	3,704,040
Fixtures and equipment.....	34,892,854	25,901,655
Leasehold improvements and leaseholds.....	10,220,721	6,199,130
Other .....	1,836,113	2,375,003
Premiums advanced to customers, less allowance for losses.....	284,172	507,152
Operating and construction supplies.....	881,866	690,008
Other assets and deferred charges.....	2,219,096	1,815,901
Cost in excess of recorded amounts of net assets acquired.....	7,385,917	2,755,929
	<u>\$124,199,616</u>	<u>\$91,829,474</u>

## NOTES TO FINANCIAL STATEMENTS

1 Cost of inventories is determined as follows: at warehouses, "average" or "first-in, first-out"; at retail outlets, "retail method."

2 Investment in affiliated company represents approximately 32% of the outstanding common stock of Eastern Shopping Centers, Inc., organized to acquire, develop and operate shopping centers. The net assets of Eastern Shopping Centers, Inc. at December 31, 1958 amounted to \$6,004,306.

3 The 4½% debentures are convertible into common stock on the basis of \$46 principal amount of debentures for each share of stock at February 28, 1959. The conversion price is subject to certain adjustments as specified in the indenture. The 3½% debentures were called for redemption as of June 26, 1958.

4 The note agreements and the 4½% debenture indenture contain provisions as to the maintenance of working capital and payment of cash dividends. The most restrictive of these provides that consolidated working capital may not be less than \$14,500,000 and that payments for net acquisitions of the company's stocks and for cash dividends will be limited in the aggregate to 75% of the consolidated net earnings after March 2, 1957. At February 28, 1959, 75% of such consolidated net earnings exceeded such payments by approximately \$5,250,000.

5 The company, under employees' restricted stock option plans, has granted options to certain officers and employees to purchase shares of common stock at 95% of market price on the dates the options were granted. Options granted are exercisable



# ANY AND ITS SUBSIDIARIES

## Balance Sheets

### LIABILITIES

Current liabilities:	FEB. 28, 1959	MAR. 1, 1958
Promissory notes due within one year.....	\$ 1,150,000	\$ 1,232,265
Accounts payable and accrued liabilities.....	28,266,161	20,338,697
Federal income taxes.....	4,899,023	5,123,337
Total current liabilities.....	34,315,184	26,694,299
Promissory notes payable after one year in varying amounts annually through 1973.....	17,437,500	16,887,500
4½ % Subordinated debentures, due 1978 (Note 3).....	10,409,000	
3½ % Convertible subordinated debentures, due 1969 (Note 3).....		2,191,100
Liability for unredeemed trading stamps, less estimated amount included in current accrued liabilities (1959, \$2,695,560; 1958, \$2,272,337) .....	1,800,000	1,800,000
Other noncurrent liabilities and reserves.....	3,507,881	1,933,639
	<u>\$ 67,469,565</u>	<u>\$49,506,538</u>

### CAPITAL

4½ % Cumulative preferred stock, \$50 par value, callable at \$52 per share; authorized 116,000 shares, issued 115,529 shares.....	\$ 5,776,450	\$ 5,776,450
Common stock, \$5 par value, authorized 4,000,000 shares, issued 2,611,410 shares, February 28, 1959 (Notes 3 and 5).....	13,057,050	10,904,075
Capital surplus, as annexed.....	31,266,019	19,014,385
Earnings retained for use in the business, as annexed (Note 4).....	6,832,631	6,829,319
	56,932,150	42,524,229
Less, Treasury stock at cost (1,401 common shares, \$6,203; 4,542 preferred shares, \$195,896, February 28, 1959).....	202,099	201,293
	<u>\$ 56,730,051</u>	<u>\$42,322,936</u>
	<u>\$124,199,616</u>	<u>\$91,829,474</u>

### NOTES TO FINANCIAL STATEMENTS

at various dates to December 31, 1965. A summary of transactions in shares for the current fiscal period with respect to stock options under the plans follows:

Options outstanding, March 1, 1958.....	204,670
Shares added to reflect 5% stock dividend.....	10,213
	214,883
Options exercised, cancelled or expired.....	36,321
Options outstanding, February 28, 1959 (at prices from \$10.07 to \$33.17 per share).....	<u>178,562</u>

There were 39,572 additional shares available for future options at the end of the current period.

6 The companies have 418 leases on store and warehouse properties expiring after March 3, 1962. The minimum annual rentals on such leases, not including real estate taxes or other expenses payable under the terms of certain of the leases, aggregate approximately \$8,800,000 of which \$1,500,000 applies to properties not yet in operation at February 28, 1959. Of the aggregate annual rentals, \$6,300,000 applies to leases expiring prior to March 2, 1974, and \$2,500,000 applies to leases expiring thereafter but prior to 1991.

7 Costs and expenses include depreciation and amortization of \$4,232,391 and \$3,337,268 for the periods ended in 1959 and 1958, respectively.



# Consolidated Statements

## INCOME AND RETAINED EARNINGS

	FIFTY-TWO WEEKS ENDED FEB. 28, 1959	FIFTY-TWO WEEKS ENDED MAR. 1, 1958
NET SALES.....	\$503,712,887	\$427,871,082
Cost of sales.....	402,694,719	341,904,912
Gross profit.....	<u>\$101,018,168</u>	<u>\$ 85,966,170</u>
Operating and general expenses:		
Salaries and bonuses to employees in the sales department.....	\$ 40,749,596	\$ 35,104,231
Other selling and administrative and general expenses.....	46,049,027	38,584,155
	<u>\$ 86,798,623</u>	<u>\$ 73,688,386</u>
	\$ 14,219,545	\$ 12,277,784
Other deductions, principally interest expense, net.....	1,123,023	694,419
Income before provision for income taxes.....	13,096,522	11,583,365
Provision for United States and Canadian income taxes.....	6,650,000	5,770,000
NET INCOME.....	6,446,522	5,813,365
Retained earnings at beginning of period.....	6,829,319	5,589,960
	<u>13,275,841</u>	<u>11,403,325</u>
Deduct, Dividends:		
On common stock:		
In cash, per share, 1959, \$.80; 1958, \$.72.....	1,930,283	1,514,685
In common stock, based on market price.....	4,263,220	2,809,604
On 4½ % cumulative preferred stock, in cash.....	249,707	249,717
Earnings retained for use in the business at end of period (Note 4)	<u>\$ 6,832,631</u>	<u>\$ 6,829,319</u>

## CAPITAL SURPLUS

Balance, beginning of period.....	\$ 19,014,385	\$ 14,599,728
Add:		
Excess of retained earnings capitalized in connection with stock dividends over the par value of shares issued.....	3,702,270	2,307,889
Excess of amounts received over par value of shares of common stock issued under employees' stock option plans (Note 5).....	484,844	154,451
Excess of market over par value of shares of common stock issued in exchange for investments in subsidiaries.....	6,458,690	1,679,383
Excess of principal amount of debentures converted into common stock over the par value of shares issued (Note 3).....	1,605,830	272,934
Balance, end of period.....	<u>\$ 31,266,019</u>	<u>\$ 19,014,385</u>

The accompanying notes are an integral part of these statements.

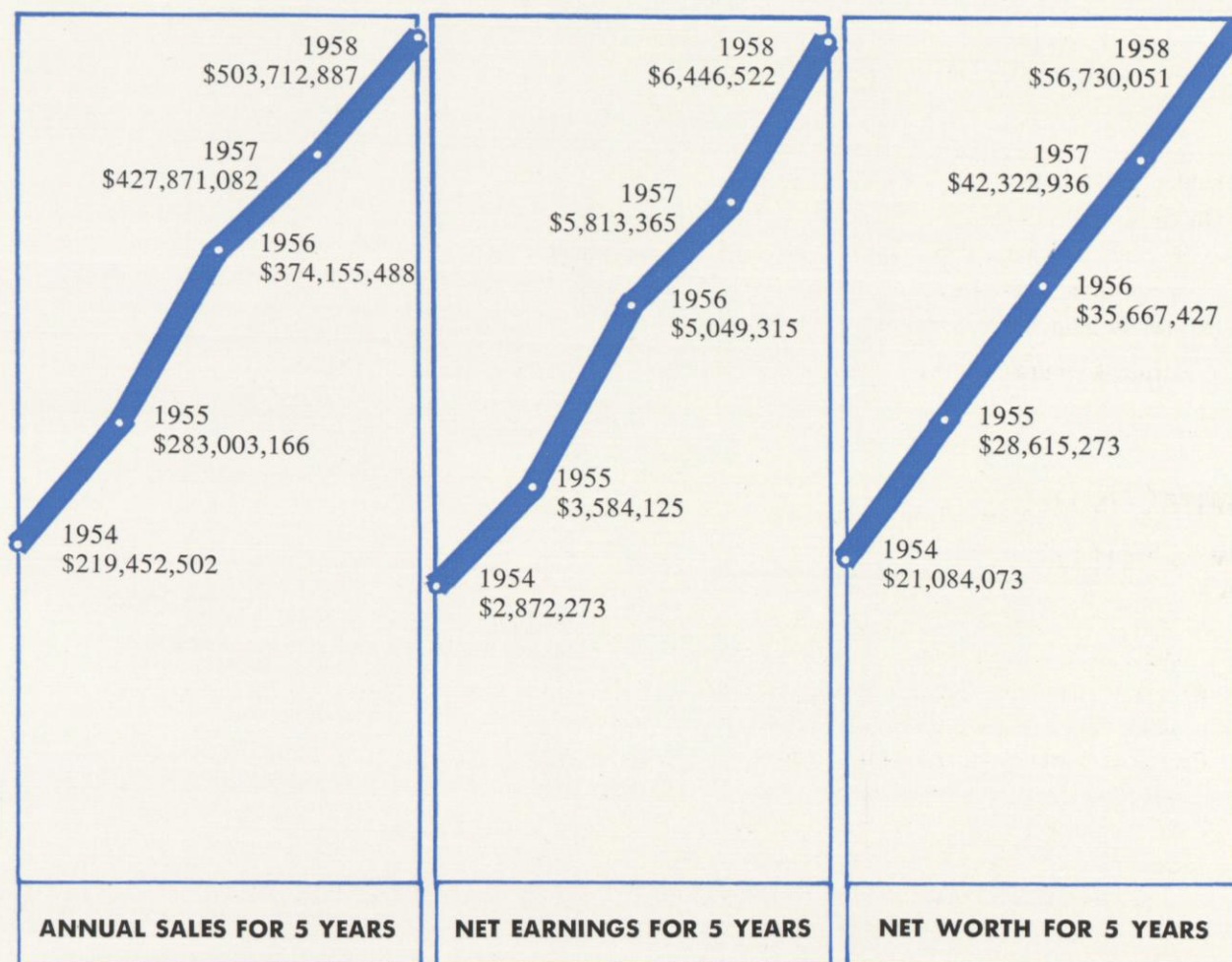


# Five Year Comparisons

## RELATING TO OPERATIONS

YEAR	NET SALES	EARNINGS BEFORE TAXES ON INCOME	FEDERAL INCOME TAXES	NET EARNINGS	EARNINGS PER COMMON SHARE*
1958	\$503,712,887	\$13,096,522	\$6,650,000	\$6,446,522	\$ 2.53
1957	\$427,871,082	\$11,583,365	\$5,770,000	\$5,813,365	\$ 2.48
1956	\$374,155,488	\$10,049,315	\$5,000,000	\$5,049,315	\$ 2.24
1955	\$283,003,166	\$ 7,284,125	\$3,700,000	\$3,584,125	\$ 1.69
1954	\$219,452,502	\$ 5,622,273	\$2,750,000	\$2,872,273	\$ 1.52

\* Based on the average number of shares outstanding during the respective periods adjusted for (a) subsequent common stock dividends which were paid at the rate of 5% during each of the years 1954, 1956, 1957 and 1958, and at the rate of 4% during the year 1955, and (b) the two-for-one split effective May 26, 1955. Earnings per share are stated after dividends paid on the 4½% Cumulative Preferred Stock.





# THE GRAND UNION COMPANY

## OFFICERS

LANSING P. SHIELD, President

HUGH J. DAVERN  
Senior Vice President

GARLAND MILBURN  
Vice President

EARL R. SILVERS, JR.  
Vice President

BERTRAM D. SHEPARD  
Secretary

WILLIAM F. DEMPSEY  
Senior Vice President

WILLIAM H. PREIS  
Vice President

EMERSON E. BRIGHTMAN  
Vice President

CHARLES G. RODMAN  
Executive Assistant to the President

THOMAS C. BUTLER  
Vice President & Treasurer

LLOYD W. MOSELEY  
Vice President

CARL W. SHAVER  
Vice President

## DIRECTORS

THOMAS C. BUTLER  
Vice President &  
Treasurer

HUGH J. DAVERN  
Senior Vice President

WILLIAM F. DEMPSEY  
Senior Vice President

RAYMOND H. FOGLER  
Former President  
W. T. Grant Company

\*LOUIS A. GREEN  
Partner, Stryker & Brown  
Securities, New York City

IRVING KAHN  
Partner, J. R. Williston & Beane  
Securities, New York City

WILLIAM I. MYERS  
Dean, College of Agriculture  
Cornell University, Ithaca, N. Y.

\*JOHN E. RAASCH  
Former President & Chairman of the  
Board of Directors, John Wanamaker

\*Executive Committee

FRANCIS F. RANDOLPH  
Partner, J. & W. Seligman & Co.  
Securities, New York City

HENRY SCHAFFER  
President, Schaffer Stores Co., Inc.,  
Investment Company

\*THOMAS J. SHANAHAN  
President, Federation Bank &  
Trust Company, New York City

\*LANSING P. SHIELD  
President

## TRANSFER AGENT

THE CHASE MANHATTAN BANK  
40 Wall Street, New York, N. Y.

## REGISTRAR

THE CHEMICAL CORN EXCHANGE BANK  
30 Broad Street, New York, N. Y.

## Auditors' Report

TO THE STOCKHOLDERS,

*The Grand Union Company, East Paterson, New Jersey.*

We have examined the consolidated balance sheets of The Grand Union Company and its subsidiaries as of February 28, 1959 and March 1, 1958, and the related statements of income and retained earnings and of capital surplus for the fifty-two week periods then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. We were furnished with financial statements of certain domestic subsidiaries for the periods ended February 28, 1959 and March 1, 1958, together with the reports thereon of other accountants.

In our opinion, based upon our examination and upon the above-mentioned reports of other accountants, the accompanying balance sheets and related statements of income and retained earnings and of capital surplus (pages 4 to 6) present fairly the consolidated financial position of The Grand Union Company and its subsidiaries at February 28, 1959 and March 1, 1958, and the consolidated results of their operations for the fifty-two week periods then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

*New York, April 20, 1959.*

*Lybrand, Ross Bros. & Montgomery*





# GRAND UNION

operates Food Markets in 343 communities in 11 Eastern States, the District of Columbia and Canada.

## CONNECTICUT

BLOOMFIELD  
BRISTOL  
DANBURY (2)  
DARIEN  
EAST HAVEN  
FAIRFIELD  
GLASTONBURY  
GLENBROOK  
GREENWICH  
HAMDEN  
MANCHESTER  
MILFORD  
NAUGATUCK  
NEW CANAAN  
NEW HAVEN  
NEWINGTON  
NEWTOWN  
NORWALK  
RIDGEFIELD  
SOUTHINGTON  
STAMFORD  
STRATFORD (2)  
TRUMBULL  
WEST HARTFORD (2)  
WEST HAVEN  
WETHERSFIELD

## DISTRICT OF COLUMBIA

WASHINGTON (5)

## FLORIDA

BRADENTON  
CAROL CITY  
CORAL GABLES  
FORT LAUDERDALE  
MIAMI (11)  
NORTH MIAMI  
POMPANO BEACH  
RIVIERA BEACH  
WEST HOLLYWOOD

## MARYLAND

BETHESDA (2)  
HAGERSTOWN (3)  
HILLANDALE  
HYATTSVILLE (2)  
OXON RUN  
RIVERDALE  
ROCKVILLE  
SILVER SPRING  
TAKOMA PARK  
WHEATON

## MASSACHUSETTS

GREENFIELD  
PITTSFIELD

## NEW HAMPSHIRE

CONCORD  
EXETER  
KEENE  
MANCHESTER (3)  
NASHUA  
PETERBOROUGH

## NEW JERSEY

ASBURY PARK  
BERGENFIELD

BLAIRSTOWN  
BRANCHVILLE  
BURLINGTON  
CEDAR GROVE  
CLIFTON (3)  
DENVER  
EAST BRUNSWICK  
EAST PATERSON  
EAST RUTHERFORD  
ENGLEWOOD  
FAIR LAWN (2)  
FREEHOLD  
GLEN RIDGE  
GLEN ROCK  
HALEDON  
HAZLET  
HAWTHORNE  
HO-HO-KUS  
KEANSBURG  
MANASQUAN  
MIDLAND PARK  
MORRISTOWN  
NEWTON  
NORTH ARLINGTON  
NORTH BRUNSWICK  
OAKLAND  
OGDENSBURG  
ORADELL  
PARAMUS (2)  
PARLIN  
PATERSON  
PLAINFIELD  
POMPTON LAKES  
POMPTON PLAINS  
RAMSEY (2)  
RIDGEWOOD  
RUTHERFORD  
SOMERVILLE  
SPRINGFIELD  
STELTON  
SUMMIT  
TENAFLY  
TOMS RIVER  
UNION  
WALDWICK  
WASHINGTON  
WEST ENGLEWOOD  
WEST ORANGE  
WESTWOOD  
WYCKOFF

## NEW YORK

ADAMS  
AFTON  
ALBANY (6)  
ALBERTSON  
AMSTERDAM (2)  
AUBURN  
AU SABLE FORKS  
BABYLON  
BAINBRIDGE  
BALDWIN  
BALLSTON SPA  
BATH  
BAY SHORE (2)  
BEACON (2)  
BINGHAMTON (4)  
BOLTON LANDING  
BOONVILLE  
CANTON  
CATSKILL  
CAZENOVIA  
CHAMPLAIN  
CHAPPAQUA  
COBLESKILL  
COHOES

COLD SPRING  
COMMACK  
COOPERSTOWN  
CORINTH  
CORNWALL-ON-HUDSON  
CORTLAND  
CROGHAN  
CROTON-ON-HUDSON  
CROWN POINT  
DANSVILLE  
DELHI  
DELMAR (2)  
DE WITT  
DOBBS FERRY  
DOVER PLAINS  
EAST MEADOW  
EAST ROCKAWAY  
EAST SYRACUSE  
EAST WILLISTON  
ELIZABETHTOWN  
ELMIRA (3)  
ELMSFORD  
ENDICOTT (2)  
FARMINGDALE  
FISHKILL  
FORT EDWARD  
FRANKLIN SQUARE  
FREEPORT  
GARDEN CITY (2)  
GLEN COVE  
GLEN FALLS (2)  
GLENVILLE  
GOSHEN  
GRANVILLE  
GREAT NECK (2)  
HAMILTON  
HANCOCK  
HARTSDALE  
HAVERSTRAW  
HERMON  
HICKSVILLE (2)  
HIGHLAND  
HIGHLAND FALLS  
HIGHLAND MILLS  
HOBART  
HOOSICK FALLS  
HORSEHEADS  
HUDSON (2)  
HUDSON FALLS  
HUNTINGTON  
HUNTINGTON STATION  
HYDE PARK  
INDIAN LAKE  
IRVINGTON  
ITHACA  
JOHNSON CITY  
JOHNSTOWN  
JORDAN  
KEESEVILLE  
KINGSTON (3)  
LAKE GEORGE  
LAKE PLACID  
LARCHMONT (2)  
LATHAM  
LEVITTOWN (9)  
LONG LAKE  
LOUDONVILLE  
LOWVILLE  
MAHOPAC  
MAMARONECK  
MANHASSET (2)  
MARATHON  
MASSAPEQUA  
MIDDLETOWN  
MILLBROOK  
MONROE  
MONSEY  
MORAVIA

MOUNT VERNON  
NANUET (2)  
NASSAU  
NEWBURGH (2)  
NEW HARTFORD  
NEW PALTZ (2)  
NEW ROCHELLE  
NEW YORK (33)  
MANHATTAN (10)  
BRONX (7)  
QUEENS (13)  
KINGS (3)  
NORTH PELHAM  
NORTH SYRACUSE  
NYACK  
ONEIDA  
ONEONTA  
OSSINING  
OWEGO  
PAINTED POST  
PATCHOGUE  
PAWLING  
PEARL RIVER  
PEEKSKILL  
PELHAM MANOR  
PERU  
PHILMONT  
PINE PLAINS  
PLAINVIEW  
PLATTSBURGH (2)  
PLEASANTVILLE  
PORT HENRY  
PORT JERVIS  
PORT WASHINGTON  
POUGHKEEPSIE (5)  
RED HOOK (2)  
RED OAK MILLS  
REMSEN  
RENSSELAER  
RHINEBECK  
ROCKVILLE CENTRE  
ROTTERDAM  
ROUSES POINT  
RYE  
SALEM  
SARANAC LAKE  
SARATOGA (2)  
SAUGERTIES (2)  
SCHENECTADY (6)  
SCHROON LAKE  
SCHUYLerville  
SCOTIA  
SOUTH GLEN FALLS  
SUFFERN  
SYRACUSE  
TARRYTOWN (2)  
TICONDEROGA  
TROY (4)  
TUCKAHOE  
TUPPER LAKE  
TUXEDO  
UNION  
UTICA  
VALATIE  
VALLEY STREAM  
VESTAL  
WALDEN  
WANTAGH  
WAPPINGERS FALLS (2)  
WARRENSBURG  
WARWICK  
WASHINGTONVILLE  
WATERLOO  
WATERTOWN  
WATERTOWN  
WAVERLY  
WAYLAND  
WESTPORT

WHITEHALL  
WHITE PLAINS  
WHITNEY POINT  
WILLSBORO  
WOODSTOCK

## PENNSYLVANIA

BLOSSBURGH  
GALETON  
MATAMORAS  
MILFORD

## RHODE ISLAND

WESTERLY

## VERMONT

BARRE  
BENNINGTON  
BRANDON  
BRATTLEBORO  
BRISTOL  
BURLINGTON (3)  
ESSEX JUNCTION  
FAIRHAVEN  
JOHNSON  
MANCHESTER CENTER  
MORRISVILLE  
NEWPORT  
NORTHFIELD  
RUTLAND  
ST. ALBANS  
WILMINGTON  
WINOOSKI

## VIRGINIA

ALEXANDRIA (2)  
ARLINGTON (3)  
CLARENDON  
FAIRFAX  
FALLS CHURCH (2)

## CANADA

ACTON  
AJAX  
ANCASTER  
AYLMER  
BRANTFORD  
BURLINGTON  
DELHI  
DUNDAS  
DUNNVILLE  
FERGUS  
GALT  
GEORGETOWN  
GRIMSBY  
GUELPH  
HAGERSVILLE  
HAMILTON (5)  
INGERSOLL  
KITCHNER (2)  
LONDON (2)  
NIAGARA FALLS  
NORWICH  
OAKVILLE  
PICKERING TOWNSHIP  
STONY CREEK  
STRATHROY  
TORONTO (4)  
WELLAND  
WESTON  
WHITBY